

**SCOTT
WHITE**

Training Ltd

NLP People Skills

motivation

leadership

attitudes

public speaking

visual

auditory

kinesthetic

confidence

self belief

communications

stress

inspiration

people skills

teamwork

charisma

goal setting

listening

influencing

respect

courage

self esteem

persuasion

self control

creativity

positive

change

challenge

enthusiasm

achieve

strengths

focus

decisions

quality

success



Successful people are successful because they are prepared to do the things that unsuccessful people are not prepared to do!

Albert EN Grey

NLP People Skills

WHY an NLP People Skills Course

How would it look to you, what would you say and how would you feel if you could connect with more people even more effectively?

My guess is, you are probably doing an effective job of connecting with some people right now and could be even more effective.

Are you using the latest tools and techniques from Neuro Linguistic Programming (NLP)?

If you do not have these powerful techniques from NLP in your personal toolbox, you are, with respect, using outdated people skills methods!

This course has been designed for all levels of personnel, who could benefit by learning the very latest techniques and skills from NLP.

Now, you would want to be much more effective, wouldn't you?

This NLP People Skills Course offers a unique blend of leading edge principles from Neuro Linguistic Programming (NLP).

By enrolling on this unique course, you will be providing your self with an updated set of tools to interact with people.

This is one of our most popular courses in our portfolio.

Many companies have gained great benefits from all their staff attending this very successful course.

You could be about to make your life a lot easier!

What is NLP?

NLP was discovered by Richard Bandler and John Grinder in the early 1980's.

They were studying what made some people more successful than other people.

They studied successful people from many different backgrounds to find out how they did what they did and were successful.

During these studies they uncovered lots of other things that these successful people were doing.

Many of the techniques and skills that made these people successful are presented in this NLP People Skills Course.



Course Information

Duration: One Day

Times: 9.00am - 4.30pm

Venue: At a local hotel
Lunch and refreshments included

Investment: Please check current schedule with us
Certificates presented upon successful course completion.

Course Benefits

- more positive and productive relationships
- fewer misunderstandings with others
- be more positive, have less stress in your life
- improve customer relationships, have fewer complaints
- improved attitude control, develop a can do attitude
- understand why you are like you are
- understand why other people are like they are
- improved team work, achieve more together
- fewer confrontations with others

Course Objectives

Delegates will learn the powerful NLP communication model as a foundation to enhance their people skills. Please find below a selection of key areas Managers and Supervisors can benefit from by attending the course. When you are considering the following list of potential course objectives,

- ⊗ Some of you may want to look through them quickly and see areas for improvement.
- ⊗ Some of you may want to read through them carefully and say which areas you could improve in.
- ⊗ Some of you may want to walk through them slowly, getting to grips with the areas for improvement before deciding.

Please tick all the potential key areas you would wish to improve in:

Communication Skills

- Learn to listen more effectively, with my eyes and ears
- Learn the three NLP languages
- Be able to use Visual language effectively
- Be able to use Auditory language effectively
- Be able to use Kinesthetic language effectively

People Skills

- Be able to interpret body language more effectively
- Be able to interpret eye movements more effectively
- Be able to interpret tone of voice more effectively
- Be able to interpret words more effectively
- Be able to connect with even more people, faster

Influencing Skills

- Be able to build quick and effective rapport with everyone
- Be able to build trust, quickly and effectively with everyone
- Learn the techniques of mirroring
- Learn to mirror body language more effectively
- Learn to mirror voice tone more effectively
- Learn to mirror words more effectively

Managing Stress Skills

- Learn what kind of things stress you and how
- Learn what kind of people stress you and how
- Learn how to distance yourself from stressful situations
- Learn how to put things in a better perspective for yourself
- Learn how to avoid, or lessen stress in your life

Attitude Skills

- Learn how to be a much more positive person, more often
- Learn how we become a negative or a positive person
- Learn how to influence negative people to become even more positive
- Learn how to turn negative situations into positive situations
- Learn how to transform our everyday language to be more positive

Belief Skills

- Learn what limiting beliefs we may have that are holding us back
- Learn how to change any limiting beliefs to empowering beliefs
- Learn new, empowering beliefs that will propel us forward
- Learn the beliefs of successful people
- Learn how to influence other people's beliefs

Confidence Skills

- Learn how to increase your self esteem
- Learn how to increase your self confidence
- Learn how to transfer your confidence to other people
- Learn how to sell yourself and ideas at any level
- Learn how to be more enthusiastic, action oriented
- Learn how to have a can do attitude and belief

Team Building

- Learn how to understand the different qualities of people in you team
- Learn how to communicate even more effectively to your team members
- Learn how to harness the strengths of your team members
- Learn how to focus the team on common goals and priorities
- Learn how to focus the team on achieving a successful business

The Common Denominator of Success

Successful people are successful because they are prepared to do the things that unsuccessful people are not prepared to do!
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Scott White Training

Scott White Training are a successful national training company based in South Yorkshire. We specialise in the very important areas of people development.

Established in 1993, our success has been achieved through a combination of careful business planning and delivering a service that exceeds our customer's expectations.

We also have a unique ability to respond quickly and effectively to changes in the market place, through flexibility in our thinking and actions.

We have many examples where our training has been the catalyst that generated positive changes in attitude, behaviour and skills.

We are working very successfully, right now, with many leading companies across the country, developing their executives, managers, supervisors, salespeople and other key employees.

If we don't have a course that suits your requirements let us design one with you, for you.

To ensure continuity and consistency in all our courses, Scott White personally delivers all our courses.

Courses Available

- *NLP Management Skills*
- *NLP Personal Effectiveness*
- *NLP Presentation Skills*
- *NLP Selling Skills*
- *NLP Executive Leadership*
- *NLP Team Skills*
- *NLP Business Seminar*
- *Tailored Courses*

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A strong and diverse portfolio of valued clients

Please visit our website for a variety of client testimonials.

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Cranfield University

Cybertill

Degussa Fine Organics

Eng. Special Steels

Estate Wire

Excel Logistics

First Direct

First Group

Fresh Island Foods

Glaxo Smith Kline

Great Lakes Chem. Co.

Harratts(Volvo)

Hazlewood Foods

Killgerm Chemicals

Kostal

Leeds & Holbeck BS

Lee Valley Housing

Lombard

Mallinkrodt Chemicals

Marconi

Manufacturing Institute

Millfold Insulations

Motor Solutions

Nestle

Omar Woodbury

Partnership for Learning

Pentagon Chemicals

Purification Products

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